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**STATE OF DELAWARE  
REAL ESTATE COMMISSION**

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<b>PUBLIC MEETING MINUTES:</b>	<b>REAL ESTATE COMMISSION</b>
<b>MEETING DATE AND TIME:</b>	<b>Thursday, May 14, 2015 at 9:00 a.m.</b>
<b>PLACE:</b>	861 Silver Lake Boulevard, Dover, Delaware <b>Conference Room A</b> , Second Floor of the Cannon Building
<b>MINUTES FOR APPROVAL</b>	June 11, 2015

**MEMBERS PRESENT**

Justin Healy, Professional Member, Vice Chairman  
Jason Giles, Professional Member, Secretary  
Michael Harrington, Sr., Professional Member  
Lynne Newlin, Public Member  
Lynnette Scott, Professional Member  
Lynn Rogers, Public Member  
Joseph F. McCann, Public Member

**DIVISION STAFF/ DEPUTY ATTORNEY GENERAL**

Eileen Kelly, Deputy Attorney General  
Sandra Wagner, Administrative Specialist III

**MEMBERS ABSENT**

Andrew Staton, Professional Member, Chairman  
Curtis Rogers, Public Member

**ALSO PRESENT**

Angela Emerson, SCAOR  
Tim Riale, Real Estate Commission's Education Committee  
Leslie Byrne  
JT Takacs

**CALL TO ORDER**

Mr. Healy called the meeting to order at 9:04 a.m.

**REVIEW OF MINUTES**

Mr. Harrington made a motion, seconded by Mr. McCann, to approve the minutes of the meeting held on April 9, 2015. By unanimous vote, the motion carried.

**NEW BUSINESS**

**Education Committee Report**

Mr. Riale went through the Education Committee minutes with the Commission. They had 32 new courses of which 18 were approved, 11 were approved with modifications, 3 were denied, 8 instructor

applications were reviewed and 3 were approved as requested and 5 were approved with modifications and 1 student request was reviewed and approved for module 7.

The Education Committee continued their discussion about ARELLO standards in reference to continuing education. Jessica Williams the liaison for the Real Estate Education Committee will be contacting the 2 largest online course providers to find out what options are available to time the courses and pass rates.

Recommendation to Approve and Deny Course Providers, Instructor Applications and Student Requests as Noted

Mr. Harrington made a motion, seconded by Mr. McCann, to approve the education approvals submitted by the Education Committee. By unanimous vote, the motion carried.

Applications for Licensure

Ratification of Salesperson Applications

Mr. Harrington made a motion, seconded by Ms. Newlin, to ratify the following applications for salespersons:

Dina Ruggieri, RE/MAX Integrity, Chadds Ford, PA  
Holly Palmer, Keller Williams Realty, Christiana, DE  
Adam Lavin, Keller Williams Realty, Christiana, DE  
Donald Helm, Long & Foster Real Estate, Inc., Bethany Beach, DE  
Tracy Reddell, Long & Foster Real Estate, Inc., Ocean City, MD  
Erica Chaoui, BHHS Fox & Roach, Hockessin, DE  
Marsha O'Connor, Maggio Shields Real Estate, Rehoboth Beach, DE  
Gustavo Brito, Harrington ERA Realty, Inc., Milford, DE  
Meghan Vasquez, Delaware Homes, Inc., Townsend, DE  
Amber Bennett, Long & Foster Real Estate, Inc., Salisbury, MD  
Ann Buxbaum, Condominium Realty LTD, Ocean City, MD  
Norman Bennett, Ocean Atlantic Sotheby's, Rehoboth Beach, DE  
Michael Doyle, Keller Williams Realty, Wilmington, DE  
Danielle Johnson, Keller Williams, Dover, DE  
Jeffrey Custis, Alliance Realty, New Castle, DE  
Erik Brubaker, Long & Foster Real Estate, Inc., Salisbury, MD  
Jerry Hill, McGinnis Commercial Real Estate Company, Inc., Dover, DE  
Sandra Ramos, Concord Realty Group, Wilmington, DE  
Cristina Tlaseca, Long & Foster Real Estate, Bear, DE  
Rebecca Enrico, Keller Williams, Christiana, DE  
Perry Peterson, NRS Referral Services, Hockessin, DE  
Rene Williams, Coldwell Banker Resort Realty, Rehoboth Beach, DE  
Stanislav Makhotin, Keller Williams Realty, Wilmington, DE  
Dasha Summers, Keller Williams Realty, Dover, DE  
Bree Thompson, Keller Williams Realty, Wilmington, DE  
Tiffini Anderson, Jack Lingo Realtor, Rehoboth Beach, DE  
Jeffrey Cundiff, Keller Williams Realty, Wilmington, DE  
Thomas Judson, Keller Williams Realty, Christiana, DE  
Steven Marshall, Coldwell Banker Residential Brokerage, Bethany Beach, DE  
Robin Bunting, SEA BOVA Associates, Rehoboth Beach, DE  
Yeni Ocampo Sotelo, Keller Williams Realty, Christiana, DE  
Carol Proctor, BHS PenFed Realty, Ocean City, MD  
Paul Anderson, Jack Lingo Realtor, Rehoboth Beach, DE  
Nicholas Bova, Long & Foster Real Estate Inc., Salisbury, MD

Gaysala Zeisloft, Golden Coastal Realty, Lewes, DE  
Carol Ann Parris-Davis, Century 21 Premier Homes, Middletown, DE  
Richard Milutin, Coldwell Banker Resort Realty, Rehoboth Beach, DE  
Georgette Balback, BHHS Fox & Roach, Devon, PA  
Tammy Hall, RE/MAX Crossroads, Fruitland, MD  
Jocelyn Vargas, Patterson-Schwartz, Hockessin, DE  
Nannette Swadey, Patterson-Schwartz, Wilmington, DE  
Carolyn Carter, Patterson-Schwartz, Greenville, DE  
Denise Bryan, Meyer & Meyer, Wilmington, DE  
Casey White, White Realty Associates, LLC, Wilmington, DE  
Marissa Warren, Keller Williams, Dover, DE  
Susan Samluk, PRS Real Estate Group, Wilmington, DE  
Amanda Zulkowski, Patterson Schwartz Real Estate, Hockessin, DE  
Katheryne Oldigs, Keller Williams Realty, Dover, DE  
Kelly Bjorkland, Coldwell Banker Residential Brokerage, Ocean City, MD  
Michael Herman, EXP Realty, Inc., Dover, DE  
Elizabeth Lindsey, Mann & Sons, Rehoboth Beach, DE  
Courtney Wallace, Patterson Schwartz, Hockessin, DE  
Nick Manolakos, Patterson Schwartz & Associates, Wilmington, DE  
Delores Neveras, Patterson Schwartz, Newark, DE

By unanimous vote, the motion carried.

#### Review of Salesperson Application

There were no applications to review for Salespersons.

#### Review of Broker and Associate Broker Applications

The Commission reviewed the broker's application of Vijay Balusu. Mr. Harrington made a motion, seconded by Ms. Scott, to approve Mr. Balusu's application. By unanimous vote, the motion carried.

The Commission reviewed the associate broker's application of Gary Williams. Mr. Harrington made a motion, seconded by Ms. Scott, to approve Mr. Williams's application. By unanimous vote, the motion carried.

#### Review of Applications for Reinstatement

The Commission reviewed the application of Jennifer Stein for reinstatement of a Broker's license. Mr. Harrington made a motion, seconded by Mr. Giles, to approve Ms. Stein's reinstatement application. By unanimous vote, the motion carried.

The Commission reviewed the application of Annette Tancreti Cozamanis for reinstatement of a Broker's license. Mr. Harrington made a motion, seconded by Mr. L. Rogers, to approve Ms. Cozamanis' reinstatement application upon successful passing of the Delaware State Exam. By unanimous vote, the motion carried.

#### Review of Applications for New Office

The Commission reviewed the application of RE/MAX 1<sup>st</sup> Choice, for a relocation of office. Mr. Harrington made a motion, seconded by Ms. Scott, to approve the relocation of office application. By unanimous vote, the motion carried.

The Commission reviewed the application of Investors Realty, Inc., for a relocation of office. Mr. Harrington made a motion, seconded by Ms. Scott, to approve the relocation of office application. By unanimous vote, the motion carried.

The Commission reviewed the application of Anthony Patrick Real Estate, LLC, for a new office. Mr. McCann made a motion, seconded by Mr. Harrington, to approve the new office application. By unanimous vote, the motion carried.

The Commission reviewed the application of Gioffre Commercial Realty, LLC, for a relocation of office. Mr. McCann made a motion, seconded by Mr. Harrington, to approve the relocation of office application. By unanimous vote, the motion carried.

The Commission reviewed the application of MDM Properties, Inc., dba Century 21 Emerald for a new office. Mr. Harrington made a motion, seconded by Mr. Giles, to contingent approve the new office application and issue license once pictures of the proper signage is sent in for review by Commission appointed Mr. Harrington. By unanimous vote, the motion carried.

The Commission reviewed the application of Linda Vista Real Estate, for a new office. Mr. Harrington made a motion, seconded by Ms. Scott, to approve the new office application. By unanimous vote, the motion carried.

The Commission reviewed the application of EXP Realty, for a relocation of office. Mr. Harrington made a motion, seconded by Ms. Scott, to approve the relocation of office application. By unanimous vote, the motion carried.

#### Status of Complaints

Complaint # 02-29-14 – Forwarded to the Attorney General's Office  
Complaint # 02-58-13 – Closed by Investigator  
Complaint # 02-49-14 – Closed by Attorney General's Office  
Complaint # 02-55-13 – Closed by Attorney General's Office  
Complaint # 02-56-13 – Closed by Investigator  
Complaint # 02-22-14 – Closed by Investigator  
Complaint # 02-19-14 – Forwarded to the Attorney General's Office  
Complaint # 02-16-14 – Forwarded to the Attorney General's Office  
Complaint # 02-28-14 – Closed by Investigator  
Complaint # 02-24-14 – Closed by Investigator  
Complaint # 02-01-15 – Closed by Investigator

#### Correspondence

##### Letter from Timothy Brooks

The Commission reviewed the letter submitted by Mr. Brooks. Ms. Wagner discussed with the Commission that Mr. Brooks called in to speak with her about being told that he only needed 21 CEs to reinstate his license. The rules were explained to him and Mr. Brooks still insisted that he would have complied with the rules if he was given the correct information in the first place and now he is being held up. The letter was submitted at that point to ask the Commission to waive the missing 30 hours that need to be submitted to reinstate. Ms. Kelly explained that an administrative error does not override the rules and regulations. Ms. Scott made a motion, seconded by Mr. Giles, to deny Mr. Brooks request to waive the 30 hours due for the reinstatement of his license. By unanimous vote, the motion carried. Ms. Wagner will let Mr. Brooks know of the denial of his request for a waiver.

Letter from Kim Easton

Ms. Wagner explained to the Commission about the letter submitted by Ms. Easton from Newmark Grubb Knight Frank. The Commission agreed as long as it is acceptable to Mr. Mangler to waive the fees for the relocation of the office since this location is just a temporary one. The permanent office will be ready in 3 months and then at that time an office application, fee and list of licensees will be submitted. Ms. Newlin made a motion, seconded by Mr. Healy, to approve the temporary location without fees if approved by Mr. Mangler. By unanimous vote, the motion carried.

Discussion and Review of Consent Order

James Olson - The Commission reviewed the consent agreement for Mr. James Olson. Mr. Harrington described the sanctions in the consent order. After discussion, Mr. Harrington made a motion, seconded by Mr. McCann, to accept the consent agreement for Mr. Olson. By unanimous vote, the motion carried.

**OLD BUSINESS**

Discussion: Online Continuing Education – Subcommittee Recommendation

Ms. Wagner read comments from the minutes of the subcommittee. Mr. Staton was going to do some research and was attending the ARELLO conference so this discussion has been tabled.

Discussion: Official Notification on BPO's – Subcommittee Recommendation

Ms. Wagner read the minutes from the last subcommittee meeting so that the Commission could know what the discussion was about. Mr. Andy Taylor brought to the subcommittee that Fannie Mae was asking real estate agents to perform BPO's, or CMAs, for them. Mr. Taylor wanted to know if the Commission would be willing to send Fannie Mae a letter stating licensees are not allowed by law to perform a CMA in connection with approval or modification of a mortgage loan.

Ms. Kelly stated that the Commission does not have jurisdiction over banks but they do regulate licensees. Ms. Kelly made a suggestion of sending a mass email to all licensees with a reminder of what the law states about CMAs with the approval from the division to do so. Ms. Kelly will draft a letter to be sent out to the licensees for the Commission to approve at the next meeting.

Review and Signing of Order

Mr. Healy signed an order for:

Richard Johnson

**OTHER BUSINESS BEFORE THE COMMISSION** (for discussion only)

Update on Auctioneer Regulations – Ms. Kelly updated the Commission on the Auctioneers' Complaint for Declaratory Relief with respect to the recently adopted regulations. Ms. Kelly also described the Answer on behalf of the Commission which she recently prepared and filed. Ms. Kelly will continue to keep the Commission updated.

**PUBLIC COMMENT**

Mr. Takacs asked about his broker's license and that it was not on the agenda. Ms. Wagner explained to him that since he was already approved as an associate broker going from associate to broker of record did not required to be on the agenda for approval and that was done by the office.

**NEXT SCHEDULED MEETING**

The next meeting will be held on Thursday, June 11, 2015 at 9:00 a.m.

**ADJOURNMENT**

Mr. Harrington made a motion, seconded by Ms. Scott, to adjourn the meeting. By unanimous vote, the motion carried. The meeting adjourned at 9:50 a.m.

Respectfully submitted,

A handwritten signature in cursive script that reads "Sandra Wagner".

Sandra Wagner  
Administrative Specialist III

*The notes of this meeting are not intended to be a verbatim record of the topics that were presented or discussed. They are for the use of the Board members and the public in supplementing their personal notes and recall for presentations.*